

Message Text

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DRAFTED BY NEA/ARP:GQLUMSDEN:RA

APPROVED BY NEA/ARP:FMDICKMAN

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P 181728Z MAR 75

FM SECSTATE WASHDC

TO AMEMBASSY DOHA PRIORITY

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E.O. 11652: N/A (DECON OF RECEIPT)

TAGS: BEXP, QA

SUBJECT: DOHA AIRPORT PROJECT

REF: DOHA 0275

FROM NEA/ARP

1. REFTEL MESSAGE PASSED TO JOHN ABLONDI IN FRAMINGHAM, MASSACHUSETTS, ON MARCH 10. ABLONDI WAS DEPARTING MARCH 11 FOR MEETINGS IN WEST PALM BEACH, FLORIDA, WITH TOP PERINI OFFICIALS, AND HE SAID HE WOULD TELEPHONE FIRM'S RESPONSE TO ARP AS SOON AS POSSIBLE.

2. ABLONDI CALLED US BACK ON MARCH 17 WITH REPLY AS FOLLOWS: QUOTE: PERINI CORPORATION VERY, VERY INTERESTED IN DOHA AIRPORT PROJECT, FOR WHICH IT BELIEVES IT IS HIGHLY QUALIFIED AS RESULT OF PAST NINE YEARS OF EXTENSIVE WORK ON BOSTON'S LOGAN INTERNATIONAL AIRPORT EXPANSION. PERSONNEL PERINI WOULD USE ON DOHA PROJECT WOULD BE COMING TO QATAR DIRECTLY FROM LOGAN PROJECT, AND THEY WOULD HAVE QUALIFICATIONS AND EXPERIENCE UNLIKELY TO BE AVAILABLE TO A COMPARABLE DEGREE IN CASES OF COMPETING INDIAN AND UK FIRMS.

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3. QUOTE: PERINI WOULD, AT ANY TIME, WELCOME VISIT TO ITS HOME OFFICE AND TO LOGAN PROJECT BY ANY GOQ AND/OR CONSULTANT REPRESENTATIVES, AS PERINI'S GUESTS. VISIT WOULD PROVIDE OPPORTUNITY TO REVIEW ANY MATTERS OF INTEREST OR CONCERN TO THESE REPRESENTATIVES AS WELL AS CHANCE FOR THEM TO INSPECT VARIOUS TUNNEL, PIPELINE, AND OTHER HEAVY CONSTRUCTION PROJECTS IN WHICH PERINI ENGAGED, IN ADDITION TO ONE AT LOGAN AIRPORT.

4. QUOTE: PERINI WOULD BE PREPARED TO RE-EXAMINE DOHA AIRPORT TENDER HAS IT ALREADY SUBMITTED, IF IT WERE REQUESTED TO DO SO. PERINI STRESSES THAT ITS SUBMISSION WAS STRAIGHT, EXACT, AND ACCORDING TO GOQ SPECIFICATIONS -- INCLUDING CONSTRUCTION OF LABOR CAMPS, ETC. NOTHING WAS OMITTED OR SHAVED. THERE ARE SEVERAL THINGS THAT CAN BE DONE WITH TENDER. IF, FOR EXAMPLE, SOME AGREEMENT COULD BE MADE WITH GOQ ON CERTAIN AMOUNT OF FRONT-MONEY, GOQ WOULD GET CREDIT ON THIS. INCLUSION OF ESCALATION CLAUSE COULD ALSO HELP. PERINI PREPARED TO LOOK INTO THESE AND OTHER ASPECTS AND IS SURE IT CAN SATISFY GOQ. MR. ABLONDI IS PREPARED TO COME TO DOHA AT ANY TIME TO DISCUSS SITUATION FURTHER WITH OFFICIALS THERE. UNQUOTE.

5. BEGIN FYI. ABLONDI NOTED PERINI CONCERN THAT IF TENDER-SHAVING BATTLE BEGUN BETWEEN PERINI, JOHN HOWARD, AND PARTICULARLY SHAN, US FIRM WOULD NEVER BE ABLE TO GO TO AS LOW A PRICE AS INDIAN FIRM AND THAT HOWARD'S INSIDE TRACK INTO GOQ BUREAUCRACY WOULD BECOME INCREASINGLY IMPORTANT. END FYI.

6. PERINI WOULD ALSO WELCOME ANY SUGGESTIONS AMBASSADOR PAGANELLI MIGHT HAVE AT THIS JUNCTURE. INGERSOLL

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